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VOL. VIII. No. 15.

NEW-YORK, October 9, 1875.

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THE Scribners will next publish Dr. Holland's new novel of "Sevenoaks," Mr. R. W. Gilder's poem of "The New Day," and the new edition of Mr. F. R. Stockton's happy collection of miscellany for the little people, "Roundabout Rambles." The magnificent volumes on "Spain" and "India" are also about ready. "Sevenoaks" is generally regarded as the most forcible novel the doctor has yet written. Mr. Gilder's poem, a collection of songs and sonnets having one theme and a continuous development, picturing the rise and growth of a great emotion in the soul, addresses itself to those who appreciate real poetical quality. It is a poem for poets—and for lovers—and for other people. The illustrations, engraved by Henry Marsh, are rather decorations than pictures, and the binding, with its radiant peacock-plume, is as unique as the poem.

PROF. HENRY COPPEE, LL.D., President of the Lehigh University, has undertaken the editing and annotating of the American edition of the Count of Paris' "History of the Civil War in America," the first volume of which will appear the last of the month. Dr. Coppée's large military experience, having graduated from and subsequently held a professorship at West-Point, having served during the Mexican war, and being author of well-known military works, renders him peculiarly fitted for the task.

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- Burr.**—Toward the Strait Gate; or, Parish Christianity for the Unconverted. By Rev. E. F. Burr, D.D., author of "Ecce Cœlum," "Pater Mundi," "Ad Fidem," etc. 16°, pp. 535. \$2.50. *Lockwood, B. & Co.*
- Cary, Henry.** See Plato.
- Chellis.**—All for Money. By Mary Dwinell Chellis, author of "The Temperance Doctor," etc. 12°, pp. 362. \$1.25. *Nat. Temp. Soc.*
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- Homes of the London Poor. See Hill, O.
- Hoosier Mosaics. See Thompson, M.
- House (192) That Jack Built, \$2....Pott, Y. & Co.
- Houston, E. J. (190), Physical Geog., \$1.75....Eldredge.
- Hudson, H. N. (191), Text-Book of Poetry, \$2.50....Ginn.
- Hutton, L. (193), Plays and Players, \$3....Hurd & H.
- Independent (193) Primary Reader, bds., 25 c....Barnes.
- Insect (The). See Michelet, J.
- Jerrold, A. (190), Cruise in the Acorn, \$2.Pott, Y. & Co.
- Jessie (190) Lee and the Old Elm, 75 c.; pap., 50 c.Magee.
- Jesus (193), Life of, for Young People, new ed., \$1.25.
Nelson & Sons.
- Johnny (192) Ludlow, \$1.50....Carleton.
- Johnson, V. W. (190), The Calderwood Secret, pap., 50 c.
Harper.
- Jonah, the Self-Willed Prophet. See Mitchell, S.
- Jurisprudence. See Austin, J. M.
- Kay and Smith. See Bible.
- Kind (193) Words for 1875, bds., \$1.50....Nelson & Sons.
- Kingsbury (192) Sketches, \$1.50....Carleton.
- Kingston, W. H. G. (193), South Sea Whaler, \$2.
Nelson & Sons.
- Kirby, M. and E. (193), Aunt Martha's Corner Cupboard,
\$1.25....Nelson & Sons.
- Kitty (192) Books, 5 vols., \$2....Dutton.
- Klein, H. (193), German Etymology, bds., 60 c....Taylor.
- Lacy (193) Diamonds, \$1.25; pap., 75 c....Hale.
- Lenormont, Mme. (193), Mme. Récamier and her Friends,
\$1.50....Roberts.
- Leslie, E. (192), Ayesha, \$1.50....Nelson & P.
- Leslie, Mrs. (193), Daisy Dale Lib., 6 v., \$2.40....Graves.
- Library Notes. See Russell, A. P.
- Life (193) Story Series, 4 v., \$3....Graves.
- Little (193) Prattler, \$1....Nelson & Sons.
- Little (193) Snowdrop, \$1.25....Nelson & Sons.
- Lloyd, W. W. (191), Age of Pericles, 2 v., \$3.Macmillan.
- Locket (193) Series, 6 v., \$6....Nelson & Sons.
- London Social Life. See Nadal, E. S.
- McGranahan, J. (192) and C. C. Case, The Choice, bds.
75 c....Church.
- Manuscript (190) Manual, pap., 10 c....Authors' Pub. Co.
- Mechanic's Friend. See Axon, W. A.
- Melcomb Manor. See Potter, F. O.
- Michelet, J. (193), The Insect, \$6 and \$10.50;—(193), The
Sea, \$6....Nelson & Sons.
- Mitchell, S. (191), Jonah, the Self-Willed Prophet, \$1.50.
Claxton.
- Monroe, J. R. (193), Dramas and Misc. Poems, \$1.50.
Knight & L.
- Morgan, J. (191), Gift of the Holy Ghost, 25 c....Goodrich.
- Morse, E. S. (192), First Book of Zoology, \$1.25.Appleton.
- Moss (193) Rose Lib., 4 v., \$2....Nelson & Sons.
- Mulholland, R. (190), Puck and Blossom, \$2.
Pott, Y. & Co.
- Nadal, E. S. (193), London Social Life, \$1.50....Scribner.
- Natural (193) History Scrap-Book, in 2 v., ea., \$1; in 1 v.,
\$2....Nelson & Sons.
- New Don Quixote. See Daudet, A.
- New-York (190), General Statutes for 1875, \$2.50.
Weed, P. & Co.
- Niagara (193) and Vicinity, new ed., 50 c.; pap., 25 c.
Nelson & Sons.
- Nuts for Christmas Cracking. See Hall, T. O.
- Oak (193) Dean Series, 4 v., \$4....Nelson & Sons.
- Oak (193) Series, 3 v., \$5.25....Nelson & Sons.
- One Hundred Choice Sel., No. 11. See Garrett, P.
- O'Reilly, R. (192), Cicely's Choice, \$1....Dutton.
- Our Wasted Resources. See Hargreaves, W.
- Patriarchs of One Hundred Years. See Wakeley, J. B.
- Paws (192) and Claws, \$2.25....Dutton.
- Peep (193) Show, for 1875, \$2; bds., \$1.50.Nelson & Sons.
- Pennsylvania (190) Railway Scenery, pap., 25 c.
Lippincott.
- Pepys, C. M. (192), Quiet Moments, new ed., \$1.25.
Dutton.
- Pericles, Age of. See Lloyd, W. W.
- Persia. See Vaux, W.
- Phelps, E. S. (192), Gypsy Series, 4 v., \$5....Dutton.
- Picture (193) Primer, 25 c....Nelson & Sons.
- Pistol (191) as a Weapon of Defence, 50 c....Ind. Pub. Co.
- Plays and Players. See Hutton, L.
- Plunket, I. (192), Children's Band, 50 c....Dutton.
- Pomeroy, J. N. (190), Introd. to Constitutional Law of
U. S., 3d ed., \$5....Hurd & H.
- Poor, H. V. (190), Manual of Railroads of U. S. for 1875-6,
\$5....Poor.
- Potter, F. O. (190), Melcomb Manor, \$2....Pott, Y. & Co.
- Prairie (193) Books, 12 v., bds., \$2....Nelson & Sons.
- Prayers (193) for Little Children, 20 c....Nelson & Sons.
- Presbyterian Church, Hist. of. See Gillett, E. H.
- Prosser, Mrs. (193), Door without a Knocker, \$1.50.
Nelson & Sons.
- Puck and Blossom. See Mulholland, R.
- Queen Mary. See Tennyson, A.
- Quiet Moments. See Pepys, C. M.
- Reade, C. (193), Novels, Ill. Lib. ed., v. 1, \$1.50....Osgood.
- Recamier, Mme., and her Friends. See Lenormant.
- Rhymes and Jingles. See Dodge, M. M.
- Robins, Hist. of the. See Trimmer.
- Roe, E. P. (193), From Jest to Earnest, \$1.75....Dodd & M.
- Rome and the Newest Fashions in Religion. See Glad-
stone.
- Rose (192) Dale Books, new ed., 3 v., \$3....Dutton.
- Ross, W. A. (193), Equatorial Needle, pap., 20 c....Spon.
- Royal (193) Songs, bds., 35 c....Am. Tract Soc.
- Russell, A. P. (193), Library Notes, \$2....Hurd & H.
- St. Paul: His Life, etc. See Adams, W. H. D.
- Sanford, D. P. (191), Frisk and his Flock, \$2.25....Dutton.
- Sangster, M. (193), Five Happy Weeks, 50 c.
Am. Tract Soc.
- Schmitz, J. A. (190), German Grammar, \$1.50.Lippincott.
- Schweizer, M. H. (193), Alpine Lyrics, 75 c.
Nelson & Sons.
- Scott, W. (193), Waverley Novels, Ill. Melrose ed., v. 1,
\$2....Osgood.
- Sea (The). See Michelet, J.
- Selected Poems:—(190), Schiller's Lay of the Bell;—
(190), Butler's Nothing to Wear, ea., pap., 10 c.
Tompkins.
- Seven to Seventeen. See Bell, M. M.
- Sheldon, E. A. (190), Fifth Reader, \$1.50....Scribner.
- Shertzer, A. T. (190), Trials and Triumphs, \$1.25.
Turnbull.
- Somebody. See Austin, S.
- South Sea Whaler. See Kingston, W. H. G.
- Southworth, A. (192), Four Thousand Miles of African
Travel, \$3.50....Baker, P. & Co.
- Spon, E. (193), Water Supply, \$3....Spon.
- Stories (193) About Animals, 12 v., \$3....Nelson & Sons.
- Strahan (191), A Century After, pts. 2 and 3, ea., pap.,
50 c....Allen, L. & S., and L.
- Stretton, H. (193), Brought Home, \$1.25....Dodd & M.
- Stumps. See Austin, S.
- Sudlow, P. W. (190), and W. E. Crosby, Teacher's Ma-
nual for Lang. Lessons;—Language Lessons, ea., rev. ed.,
bds., 35 c.—Same, bound together, bds., 70 c.Day, E. & F.
- Switzerland (192) and the Swiss, \$2....Appleton.
- Talmage, T. DeW. (193), Daily Thoughts, \$2.
Dodd & M.
- Telegraph (193) Engineers, Journal of Soc. of, pt. 9,
pap., \$2....Spon.
- Tenney, S. (193), Elem. of Zoology, \$2.50....Scribner.
- Tennyson, A. (192), Queen Mary, pap., 30 c....DeWitt.
- Thalheimer, M. E. (190), Hist. of Engl., \$1.50.
Wilson, H. & Co.
- Theistic Conception of the World. See Cocker, B. F.
- Thompson, M. (190), Hoosier Mosaics, \$1.25....Hale.
- Titecomb, J. H. (193), Revelation in Progress from Adam
to Malachi, \$2.50....Nelson & Sons.
- Tramways. See Dowson, J. E. & A.
- Traveler's (190) Grab-Bag, pap., 50 c....Authors' Pub. Co.
- Treasure (191) Trove, \$2.25....Freeman.
- Trials and Triumphs. See Shertzer, A. T.

Trimmer, Mrs. (193), Hist. of the Robins, \$3. *Nelson & Sons.*
Tropical (193) Nature, \$6. *Nelson & Sons.*
Tuckerman, E. (193) and C. C. Frost, Plants growing without Cultivation, near Amherst, pap., 50 c. *E. Nelson.*
Two Thousand Years After. See Darley, J.
Uncle (193) Barnaby's Budget, 10 v., \$3.50. *Nelson & Sons.*
Vail, S. M. (192), Lessons in Hebrew, pap., 50 c. *Nelson & P.*
Vaux, W. (191), Anc. Hist. from the Monuments, Persia, \$1. *Scribner.*
Viollet-le-Duc, E. (192), Annals of a Fortress, \$5. *Osgood.*
Wackenhuisen, H. (190), For a Woman's Sake, pap., 75 c. *Gill.*
Wakeley, J. B. (192), Patriarchs of One Hundred Years, \$1.75. *Nelson & P.*

Water Supply. See Spon, E.
Warrington (193) Series, 4 v., \$7. *Nelson & Sons.*
Welch, E. J. C. (193), Designing Valve Gearing, \$2.50. *Spon.*
Wentworth, E. (192), Fellowship with the Sufferings of Christ, pap., 20 c. *Nelson & P.*
Whitney, S. W. (192), Engl. Grammar, 45 c. *Schermerhorn.*
Winslow, M. E. (191), Barford Mills, \$1. *Nat. Temp. Soc.*
Wonders (193) of the Physical World, \$1.50. *Nelson & Sons.*
Wood (193) Violet Series, 4 v., \$3. *Nelson & Sons.*
Wright, T. (190), The Celt, Roman, and Saxon, 3d ed., \$4. *Lippincott.*
Youmans, E. L. (192), Class-Book of Chemistry, new ed., \$1.75. *Appleton.*
Zoology. See Morse, E. S.; Tenney, S.

The Fairs.

THE supplementary Book Fair promises to be successful beyond the anticipation of the trade generally. We must confess that we did not look with great favor upon a Fair following so closely upon the first, although it was construed to be supplementary to it, and we did not, nor do we now believe, that its success or failure would do much to further test the usefulness or popularity of the Fair system. It is never wise to introduce into a season unexpected elements which may derange the course of trade, and as at the time of the first Fair fall plans had been laid without contemplating a second, it was even unjust to a certain class of buyers that such a sale should be held. Next year, it is to be hoped, it will be decided by the committee, on its own motion, early in the year, how many Fairs are to be held, and when; and then this programme should stand. Meanwhile, the trade have taken hold of this supplementary Fair finely, and with the exception of two or three leading houses, nearly all the publishers will offer their lists, while buyers promise to flock from the West to lay in holiday stock. Some houses are holding back goods for first offering at the Fair, and there are other manifestations of active belief in it. In other columns we present a brief summary of the features to which publishers desire to call the especial attention of the trade, and our advertising pages furnish lists of the new books. Let us advise all who are coming to the Fair as buyers to look carefully over their stock, particularly as regards standards, and decide before they come to the Fair, with the assistance of the data given in this number, how much stock and of what sort they need to buy. The better conditions of doing business consequent on the reform movement give them more security than they used to have for laying in standard as well as novel stock; yet in the present condition of business it is better on all sides that they should buy wisely rather than largely. The trade is still afflicted, though to less extent, with the feverish desire to make

large sales, sometimes at the expense of safety, but it is better for every interest concerned that bills should be paid rather than books bought. We trust to see at the Fair good but careful buying, and a disposition on the part of sellers to place goods wisely rather than to push buyers to make purchases beyond their judgment, or to scatter goods indiscriminately.

A Stationers' Fair is to be held simultaneously, as has been announced, under the management of Mr. Andrew Geyer. Although sales were not so large in this branch at the July fair, yet it was generally conceded that it gave a very valuable opportunity to show goods with a view to future sales, and paid even if no goods were directly sold. The book and stationery interests are so thoroughly identified, so far as retailers are concerned, that the two fairs should be held at the same place, for buyers will of course centre chiefly at the Book Fair. The two are, however, not far apart, and when there is a strong Stationers' Association to hold a fair by authority, these questions may be decided by it. The fairs of either trade should never become an individual speculation, else their whole aims will be perverted.

THE many friends of Lee & Shepard will regret to learn that a settlement was not effected at the meeting of last week. The result of the statement and of the committee's report upon it, and of Mr. Houghton's unexpected proposition, has been to create a wide diversity of opinion through the trade as to all the questions at issue. The feeling seems to be general, however, that if the firm is not to be allowed to go on under reasonably favorable prospects, a regular settlement in bankruptcy would be more just and proper than any course which might seem like speculating on misfortune. It would be most unwise, in any event, to throw their stock peremptorily on the market; and we believe that, with prudence and economy, the stock would be best managed by the house itself.

THE trade ought not to forget that representation at the Centennial is both a duty of patriotism and a good stroke of policy. We have serious fears that the representation of the book interest will not be what it should, unless something more is done than there is at present promise of. The days of grace close next Friday. Every trade organization that meets before that time ought to lend a hand in spurring up the trade, and, if individual publishers are behind-hand, we advise that space should be applied for by the organizations, to be afterwards allotted to publishers. Should there be a failure at the Centennial, much of the blame must rest upon the directorship, from which it has been almost impossible to obtain any satisfaction, except by printed circulars which did not answer the questions asked. There is general complaint of ill-organization at Philadelphia. But blame must also fall upon the interests themselves. It is the simplest thing in the world to ask for space—see elsewhere—and we trust no publisher will fail to put in an appearance.

THE *Athenæum* for September 25th has the following monstrous paragraph:

"The recent failure of several large American publishing houses, culminating in the failure of the houses of Lee & Shepard, Boston, and Lee, Shepard & Dillingham, New-York—the latter for about \$500,000—is said to have caused the downfall of no less than twenty-seven smaller houses in New-York, Washington, Philadelphia, and Boston! It is well known that the Beecher-Tilton trial has ruined several firms 'who speculated in sermon-stock,' according to Transatlantic phrase."

Where under the heavens this information came from we can not imagine. It is, of course, entirely false, and we trust English journals will contradict the story at once. No failure, to our knowledge, has followed that of the Lee & Shepard house, and the only other recent failure at all worthy of note is that of J. B. Ford & Co. The latter part of the paragraph doubtless refers to them, but is even then deliciously and supremely absurd.

A LIBRARIAN puts a fair question elsewhere: why the price of books should be practically raised (by the twenty per cent rule) on a falling general market. The prices should be raised to some extent because books have not afforded a living to those who dealt in them, and whom the community did not pay fairly for the service done. On the other hand, advertised prices, raised to meet discounts, are in some instances too high, and a temporary injustice is done in those cases by the reform. This evil will soon begin to right itself, however, by competition on advertised prices, and then we trust "Librarian" and other right-minded people will be satisfied.

SINCE our last, one publisher has followed another in offering the Detroit Board of Education square forty off. While we regret what seems to us a mistake in the long run, it should be said that no agreement is violated, the exceptions providing for this very case. But of course the Detroit retailers, now that the Board will retail at cost, can not keep these books in stock, to sell at a price which is really below the cost to them, and must, because of losing this business, keep less general stock. The Granger question, presented elsewhere, demands the immediate attention of the Board of Trade.

MR. LOVERING was arrested last week in Boston, for alleged violation of the gift enterprise law, and was admitted to bail in \$2000. Meanwhile, sales are still large, although it is now claimed that they are chiefly of books bought at trade sales years ago, at 10 to 15 cents a piece, and that it is the public who are paying dear for their reckoning.

THE genial poet-publisher-president "rises to explain" in another column, and we do him the favor of asking the trade's particular attention to his request, and of seconding his motion, namely, that it shall never speak well of him again.

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Plea for Life.

WATERBURY, CT., Sept. 28, 1875.

To the Editor of the Publishers' Weekly.

DEAR SIR: Quite recently I have noticed, without reading the pros and cons, something in regard to the injustice of one person holding more than one public office. The teacher whose letter appears in your columns, September 25th, advocates the holding by one person of several offices or following various professions at one and the same time, namely: a teacher and a bookseller. He is, however, not singular in this practice. The teachers (the principal teachers) in this community are also booksellers; hence, as your teacher says, "no bookstore here could be supported that would avail us." The teachers, with the aid of the publishers, have about starved out the country bookseller.

It seems to me that the position of a princi-

pal, rector, or superintendent of a great school should be satisfied with that position without invading the domain of the local bookseller who is taxed for the support of said school. We are taxed to support schools; then school-teachers (with the aid, as aforesaid, of the publishers) take away the "means whereby we live," and "leave us poor indeed." No business, in country towns at least, is so ruthlessly invaded as the bookseller and stationer. Teachers, grocers, dry-goods men, and fancy-store keepers all "go" for us. The grocers sell ink, paper, slates and pencils, etc. The dry-goods men and fancy-store keepers sell portfolios, writing-desks, papeteries, pocket-books, memorandums and diaries, etc., especially during the Christmas holidays, thus spoiling the stationery trade at harvest time.

For one, though paying more than my proportion of school taxes (the "more" paid voluntarily), I have long since ceased to "kick against the pricks."

This teacher of yours manifests the spirit of Cæsar as drawn by Cassius, and we poor booksellers become

"——Petty men,
Walk under his huge legs, and peep about
To find ourselves dishonorable graves."

W. PATTON.

A Question of the Times.

October 1, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: There is one view of the recent action of the book trade which, if taken by yourself or any correspondent, has escaped my notice. It is briefly this: What is there in the business and financial condition of the country to justify an advance of twenty-five per cent upon any marketable commodity? Any retail buyer of books could get off twenty, and libraries and other favored buyers thirty per cent. The incomes of all classes of the community, and especially of the reading class, have suffered serious diminution within the past two years, and will illy bear the additional tax.

As a mechanical production, does a book cost any more now than it has done at any time within the past twelve years?

No one should complain of a uniform scale of discounts, or even of any of the provisions of your agreement, but the general public may and will condemn what, in the present aspect, seems to be a *combination to advance prices*.

If the publishers would take a lower line of retail prices, they could quiet the complaints, and still gain their end—uniformity.

Yours respectfully, LIBRARIAN.

The Boston Lottery.

JACKSON, MISS., September 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Reading "The Boston Lottery" in PUBLISHERS' WEEKLY of September 11th, and "A Teacher's Argument" in that of September 25th, wherein the statement appears that the Boston man retails books at \$1, the advertised prices of which are from \$1.50 to \$3, and wherein the teacher man claims to have bought school-books from — firm at half price and less, tempts me to ask you to "rise and explain"

why it is the "ways are so dark" of our publishers' discounts.

If — firm could sell at half price and less, and make a profit, I agree with the Delaware man that now to ask retail price is a "stupid conspiracy," not on the teacher, but on the whole community.

If the Boston man can sell \$2 and \$3 books at \$1 retail, that are "new and fresh" (and I take it that the people in Boston are tolerably posted in regard to that, so that even the lottery man can not impose on them at their "own selection"), then I want to know what discount the enterprising Bostonian gets from the publishers. I would like to see his catalogue classified according to publishers of the United States, to see what firm had \$2 and \$3 books to sell at less than 75 cents; we could thereby approximately fasten on every publisher whether he indulges in what I would call the most abominable of underselling, going through a gamut of discounts to 80 per cent.

You say Mr. Lottery could not have bought them at the big underselling shop—the trade sale. How, under present arrangement, can "he count in with his stock the contents of the publishers' and jobbers' shops in Boston, from which he expects to buy as he sells"?

Do not call on Boston law to stop that which the trade in Boston can stop by inquiry as to parties concerned in the matter. What one man can do, another can find out how it was done, and let the balance into the secret, if such it should be.

Yours very respectfully,

GEORGE C. EYRICH.

[It is claimed by many that the Boston lottery is doing good service to the trade, by getting rid of old stock on an innocent public, those who claim this alleging that very little fresh stock is on the shelves. We do not see how good can be done in either alternative. Whether the advertisements of such dealers be true, and new books are being slaughtered at the expense of the publishers, or whether they be false, and the public is being fooled with poor stock, the dollar-store or lottery principle is bad all around, and we certainly believe that it is to the interest of publishers and public to do what they can against such dealing.—ED.]

Grangers and School-Books.

MINNEAPOLIS, MINN., Sept. 30, 1875.

To the Editor of the Publishers' Weekly:

DEAR SIR: Inclosed find circular of the Patrons of Husbandry of this county, offering to sell school-books (mostly those of one house) at 30 per cent discount throughout the year. Does such a transaction come under Exception 3 of A. B. T. A., viz., "School Boards and State Normal Schools created by law and authorized to purchase books or supplies from public funds"? If publishers come to our doors to compete with us, why should small dealers agree to sell at not less than retail rates, except to ministers, teachers, etc., for their own use?

Respectfully yours,

BOOKSELLER.

The Patrons of Husbandry have issued the following circular to the school patrons of Hennepin County:

REDUCED RATES.

The undersigned, a committee appointed by the Patrons of Husbandry of Hennepin County, would respectfully represent to all patrons of the public schools of said county

that they have made arrangements by which, with the co-operation of the school-boards and the people, *complete uniformity* of school-books may be secured for the county at greatly *reduced rates*, not only for the first introduction, but also for continuous supply.

This reduction or saving is about 30 per cent of the retail price.

The list of books selected, and which we most heartily recommend for adoption by the several school-boards, is to a large extent the same as that in use in the public schools of the city of Minneapolis.

The books recommended we believe to be superior in quality, general style, illustrations, and typography to any heretofore used in our schools, while the prices are very much less, even at full retail rates; but an arrangement has been made through which a reduction in the price of future supplies may inure to each and every purchaser.

Upon the opposite page accompanying this will be found a list of the books, with prices annexed, to which your attention is directed. This list shows not only the introductory prices, but the prices established for continuous supply after introduction; also the retail prices. Sixty days from the time the first supply is ordered by the school-board is allowed each district in which to complete the introduction at the introductory prices named.

ECONOMICAL AND PRUDENT.

We earnestly and confidently commend these books, and the whole arrangement, to all the friends and patrons of our schools as the most economical and prudent one ever offered them, and we would most respectfully urge each and every board of trustees in the county to take immediate action and adopt the list recommended. By a united action we shall secure a uniform series throughout the county, and save hundreds of dollars in the purchase of school-books, and at the same time realize all the advantages gained by the new and improved methods.

AGENTS.

We have appointed and duly authorized Messrs. Mooers & Plummer, dealers, of Minneapolis, as agents to receive and distribute the books, and they have agreed to act for us in handling these books.

To secure the advantages of this arrangement all orders for first introduction should be sent to Messrs. Mooers & Plummer, and all purchases for future supplies made of them.

Respectfully,

E. R. PERKINS,
C. H. CLARKE,
W. H. H. TAYLOR, } Committee.
JAS. A. BULL,
C. W. INGERSON,

Trade Queries.

—, Sept. 27, 1875.

To the Editor of the *Publishers' Weekly*:

DEAR SIR: 1st. Is it in accordance with the rules of the Publishers' Board of Trade for publishers to sell books to teachers, and other buyers of the same class, at a discount of 20 per cent, and pay freight on the same?

2d. Is a professor in a college, who pays a bookseller's license, and buys books to supply the students, and sells to them at a small advance on cost, a regular bookseller, and entitled to a bookseller's discount?

3d. Has a local bookseller the right, under the rules governing the Board of Trade, to give a discount of 25 per cent to schools, and if not, how can it be prevented?

The above queries are for information. The writer believes the first to be a clear violation of the rules by the *Publishers' Board of Trade*. The second either an imposition practiced on the publishers, or a neat little trick of evasion on part of both buyer and seller. The third a clear violation of the rules by the local bookseller.

Taken as a whole, all these little arrangements are in operation, and names and places can be given.

BOOKSELLER.

[1. The Publishers' Board of Trade rules permit actual cost of freight, boxing, and cartage to be prepaid or deducted, in the case of introductory sales, if so agreed at time of making in-

troductions (By-law iv.). On other sales, no allowance for freight, etc., in addition to the 40 per cent discount, is permitted (By-law xiii.). It is to be presumed that the latter prohibition holds also as to the 20 per cent rule (By-law xxxi.), but there is no definite expression on the subject in that by-law. It would probably have to be decided by the Arbitration Committee.

2. We presume he would be limited, were the facts known, to 20 per cent. 3. Clearly no; the exceptions of Board of Trade are for publishers only, and this is a violation of the A. B. T. A. 20 per cent rule. The Arbitration Committee of the latter should be applied to.—ED.]

TRADE DECISIONS.

ARBITRATION COMMITTEE, A. B. T. A.

[OFFICIAL.]

Decisions 1, 2, 3, Aug. 19, 1874. } See PUB. WEEKLY,
1874. } No. 138,
Decision 4, Aug. 24, 1874. } Sept. 5, 1874.

October 1, 1875.

Decision 5.—*Freight Allowances*. The payment of freight on goods for libraries, in addition to twenty per cent discount, is not permissible under the rule, being equivalent to an extra discount beyond the limit agreed upon.

By order of the Committee,

N. R. MONACHESI, Secretary.

TRADE MEETINGS.

Providence, R. I.

PROVIDENCE, R. I., Oct. 1, 1875.

To the Editor of the *Publishers' Weekly*:

DEAR SIR: After the organization of the New-England Booksellers' Association at Boston, the Providence booksellers felt it was time for action, and also that it must be prompt and decisive, for the schools were soon to open, and if a reform was to be made there could be no delay.

Accordingly, a preliminary meeting or two were held, resulting in the formation of the "Providence Booksellers' Association," with D. Perrin as President, and A. J. Goodenough as Secretary.

The opening of the schools led to especial action in regard to school-books, and resolutions were adopted to meet the difficulty of underselling, which has been the rule here for years—school-books retailing here at wholesale prices, and teachers having 10 per cent discount from the wholesale lists. The resolutions provide a partial remedy; still we have not yet attained to the full retail prices (as our Western brethren have done), except in a part of the lists; which point is not stated in the resolutions, but which is put into practical effect in every place where it can be done.

The association has had its difficulties, and at times so serious did they seem that it was doubtful whether it would not be disbanded, or at least suffer from some members withdrawing. But no such calamity has yet befallen us, and we most sincerely hope it never will occur. The good resulting from this effort is estimated not only by dollars and cents (this part increased at least 10 per cent), but especially in the better

feeling manifested among the trade, each understanding his neighbors better, and feeling more trust in his "brother in the trade."

We felt we were especially near to the New-England Association, having appointed our president (Mr. Daniel Perrin) from among the vice-presidents of that association, and our Mr. Rider being on the Arbitration Committee appointed in Boston, and Mr. Tibbitts being also on the Finance Committee of the N. E. A. Therefore we felt that our responsibility was not small, and that we must act in unison with the other organizations, especially the parent association. We have given Mr. Rider, as "arbitrator," considerable work, but we trust he will have but little need in future of his office, as far as disputes are concerned.

We have endeavored to get all of the trade in and around Providence to unite with us, and they have joined us with few exceptions. We were confronted early in our action with the position of schools, seminaries, and the larger private "institutions of learning," who have always demanded and obtained the lowest wholesale discounts. Opinion was divided, but we passed a resolution that we understood the platform of N. E. A., and other associations, to interpret the law to be, that they were privileged to have only 20 per cent from the full retail prices. Our "arbitrator" ruled this way, the Boston trade confirmed it, and we have acted accordingly—thus placing them on the footing of *teachers*, and not *tradesmen* and *merchants*.

The trial so far has been so much beyond our expectations, that we feel very much encouraged and gratified.

Yours truly,

A. J. GOODENOUGH,
Sec. P. B. Association.

[With this we have the printed resolutions of the Providence trade, limiting discounts to 10 per cent off retail prices to scholars, 20 off to teachers, and 10 off "wholesale or jobbing list" as a *maximum* to any wholesale customer. If teachers sell below scholar's price, they forfeit teacher's discount. The trade have also printed scholar's and teacher's lists on the above basis, which they circulate freely.—ED.]

The Lee & Shepard Meeting.

THE adjourned meeting of creditors of Lee & Shepard was held in Boston, Thursday morning, Mr. H. O. Houghton in the chair, and Mr. Johnson, of Rand & Avery, acting as secretary. The committee, consisting of Messrs. Fairchild, Osgood, Avery, Sheldon, and Flemming, had been very hard at work, and in examining the books of the firm had employed an expert, who pronounced the accounts perfectly correct. It held a meeting previously to that of the creditors, and on inquiry from the committee it was found that the house was willing to undertake to pay 20 cents on time and go on. Mr. Fairchild reported for the committee, estimating the assets of the firm at \$153,206.93, of which, in round numbers, \$60,000 was stock in store, \$13,000 sheets at binders, \$5000 paper, \$40,000 stereotype plates, and \$30,000 accounts payable reckoned good. The direct liabilities were \$489,740.84; contingent liabilities, \$135,537; gross liabilities, \$625,277.84; net liabilities, that is, deducting contingent liabilities which will probably not fall upon the firm,

\$578,230.84. The firm was willing to pay 20 cents on the dollar, in notes at 6, 12, 18, and 24 months, without interest. The committee reported the cause of the disaster to the house as consisting in excess of business expenses, deterioration of stereotype plates, and loan of credit. They found no evidence of dishonesty on the part of the firm, but that, on the contrary, Messrs. Lee & Shepard are very correct in their business habits.

This report was accepted, and a general debate evinced a disposition to accept the terms proposed. The question being raised whether the firm could give security for the notes, Mr. Sheldon, Mr. Kendall, and others, expressed the opinion that the firm could fulfill their proposition, and that it would be better to trust to this than to throw the house into bankruptcy. Mr. Carpenter, representing the Eliot National Bank, stated that the bank was entirely willing to accept the proposition made by Lee & Shepard. Mr. Osgood said he was disposed to look at the matter a little more carefully. He thought the firm sincere in their offer, but he was not disposed to accept the notes without security. He felt that the firm had been doing business at an enormous excess of expenses, including interest, over their business income. Yielding to none in feelings of kindness to Messrs. Lee & Shepard, he said he would prefer to have the matter settled by some method which would mean cash.

Mr. Lee stated that the firm had made their proposition with a full consideration of what the future may contain, and fully determined to maintain the proposition. He believed that they would be able to do what they proposed, and they would certainly try.

Mr. Houghton, having called Mr. Kendall to the chair, took the floor, and after eulogizing the members of the house personally, said that he felt that a smaller dividend in cash would be better. He submitted to the house that it would be better for them to start anew untrammelled. He therefore offered to take the assets at \$80,000 cash, obtaining a title of equal validity with that of an assignee in bankruptcy, but without putting the firm into bankruptcy. This would give creditors nearly 15 cents on the dollar.

Mr. Houghton's proposition brought Mr. Lee to his feet, who declared that this would be equivalent to wiping out the house. Mr. Sheldon said it was too much like speculating on a corpse, and others spoke in similar vein. Mr. Osgood said that while he had no desire to wipe out Lee & Shepard, nor to allow any person to speculate in the assets of the firm, he certainly had a strong desire to obtain fifteen cents, cash, on the dollar, if that is to be obtained. He thought the firm would be better off in the future without their present property than with it.

Mr. Lee said that the proposition took the firm quite by surprise, and he asked an adjournment of the meeting for, say, a fortnight, subject to the call of Lee & Shepard, in order that the firm might have time to see what they could do in regard to making a new proposition. Such a motion was carried, Mr. Houghton meanwhile explaining the proposition of his house, and declaring their desire to see Lee & Shepard continue in the book trade. He stated his willingness to accept fifteen cents cash on the dollar.

An Open Letter to Henry C. Lea.

[We are requested by the subscribing firms to give space to the letter herewith.—ED.]

CLEVELAND, O., September 21, 1875.

HENRY C. LEA:

DEAR SIR: We are sorry to trouble you with another letter, but we must. One man in Cleveland, a canvassing agent, who keeps no store and keeps no stock, persists in underselling, and selling at rates that will not pay a living profit in the united wisdom of the trade. We have exhausted moral suasion, and he will not yield, and we call at head-quarters for the protection to which honest dealers are entitled from book-publishers. You say he does not buy of you, and you can not control him. We must decidedly differ with you. He did undersell Appleton's books, and D. Appleton & Co. told him to stop, or they would cut him off. He tried to buy, and did buy outside, but we reported him still underselling, and D. Appleton & Co. said to New-York jobbers, "Cut off this man, or we cut you off." The result is he undersells Appleton's books no more. All honor to the firm for their backbone, and for their full protection to fair dealers. They stand well with the trade, and their books show the result in increased sales.

You say you can not control him on your books; most emphatically *you can*. What Appletons have done, Henry C. Lea can do, and can do more easily than they could do it. But few houses, comparatively, handle your books. You can say to them very easily, "You must refuse to supply undersellers, or I will refuse to supply you." That will end the trouble. You are the only publisher of any importance, to our knowledge, who holds back from this just measure. The book trade of the country waits for you. You are now the only man who blocks the whole reform movement, and the book trade is looking to see if you will give them the backing that ought to be given, and that other publishers have willingly given.

We telegraphed to-day to a New-York house to see if they kept the 10 per cent rule—one of the largest handlers of medical books in New-York. They reply, "We do not—Mr. Lea will not support us." Our underselling competitor would stop at once if New-York underselling did—he tells us so to-day. But they can not stop, because you supply a man or firm that knowingly, willfully, and notoriously undersells—makes a business of chopping off the just profits of his neighbors.

We repeat, you are the man, the *only man*, who stands in the way to-day of a just reform in a branch of the book trade, and the trade is looking to you to see if you will do the fair and just thing by them, which you can so easily do.

Regretting the necessity of writing this, we are yours truly,

INGHAM, CLARKE & CO.
COBB, ANDREWS & CO.

The Centennial Exhibition.

THE Centennial Committee of the A. B. T. A., which met in Philadelphia, October 15th, Mr. John A. Black presiding, and Mr. H. T. Coates acting as secretary, call attention to the fact that applications for space in the Exhibition must be filed at the office of the Director-

General by October 15th. Only a simple statement of intention to exhibit is required, with measurement of space desired, and blanks for this purpose will be forwarded immediately on application to "Director-General, International Exhibition, Philadelphia." These applications are then filed in order, and in the course of a few weeks the applicant receives an allotment of space.

Books, periodicals, etc., come in the "Department of Science and Education," Class 306, under the following schedule:

"Class 306.—School and text-books: Dictionaries, encyclopædias, gazetteers, directories, index volumes, bibliographies, catalogues, almanacs, special treatises, general and miscellaneous literature, newspapers, technical and special newspapers and journals, illustrated papers, periodical literature."

In respect to this class, a committee, headed by Gen. John Eaton, of the National Bureau of Education, makes the following suggestions, which will apply to general literature as well as to educational:

"There will necessarily be considerable duplication in this division. In the first place, it is desirable to have several complete sets of text-books actually prescribed and used in the unclassified country schools, and the different grades of classified public schools, from different foreign nations, and from different parts of our own country, as well as in representative institutions for secondary, collegiate, professional, and special schools, in their ordinary binding. Then from publishers, collective sets of their text-book publications, of whatever description or grade, and finally, sets from authors of their respective productions. Samples of the most complete sets of books of reference provided for elementary schools, and in actual use; also the same in respect to secondary schools. Accompanying statements of the prices of text-books.

"Catalogues of books of reference in higher and professional schools, with collections of books. Cases should be sent of suitable size, and shelving to contain them. The cases should be neat, but without ornament, with glazed doors; they should be of uniform height for convenience and comeliness of installation, the requisite diversity of capacity being secured by varying the width, according to the bulk of the books to be contained, or by multiplying the number of cases. The cases should be exactly *four* feet high, or exactly *two* feet high, with no bottom or top ornament except simple mouldings, and these must not extend beyond the above designated dimensions. The depth of the cases may conform to the sizes of the books to be contained. They should be of dark-colored wood, or stained to resemble such."

We have obtained a list of those who have so far applied for space from the book and kindred interests, hoping that the fewness of names may spur up those who have not done so to make application immediately. The name of Dreyer, Simpson & Co., corner Tenth and Chestnut streets, Philadelphia, is sent us as agents who take charge of all sorts of business connected with the Exhibition, with whom Mr. George Remsen co-operates as an expert in books, stationery, paper, etc. No intervention is, however, necessary to secure space. A failure of full representation at the Exhibition

would be a disgrace to the trade, and we trust we may have the contrary to report.

LIST OF APPLICANTS.

PHILADELPHIA.

J. B. Lippincott & Co.	T. E. Zell.
Porter & Coates.	D. B. Waggener & Co.
Claxton, Remsen & Haffel-finger.	Ig. Kohler.
A. J. Holman & Co.	J. L. Smith, maps.
S. D. Burlock & Co.	Lloyd Map Co.
J. H. Butler & Co.	Girard College.
J. E. Potter & Co.	Altemus & Co.
H. C. Baird & Co.	Louis Dreka.
Am. S. S. Union.	Moss & Co.
Sower, Potts & Co.	William Man & Co.
Gebbie & Barrie.	Mason & Co.
T. & J. W. Johnson & Co.	Janetzky & Co., artists' materials.

NEW-YORK.

D. Appleton & Co.	Dennison & Co., Philadelphia and New-York.
A. S. Barnes & Co.	Leroy Fairchild, gold pens.
E. Steiger.	E. Faber.
Orange Judd Company.	E. S. Johnson, gold pens.
Iverson, Blakeman, Taylor & Co.	N. Muller's Sons, bronzes, etc.
A. J. Graham.	George F. Hawkes, gold pens.
William Wood & Co.	Brower Bros., slates.
Nat. Temperance Soc.	Aiken, Lambert & Co., gold pens.
A. J. Bicknell & Co.	Koch's Sons, slates.
Sheldon & Co.	Porter & Bainbridge.
Am. Bible Soc.	W. Braumlich & Co., gold pens.
Potter, Ainsworth & Co.	Nat. School Furniture Co.
H. S. Allen.	L. & C. Dejonge, fancy paper.
Thomas Kelly.	Jessup & Moore, paper.
Johnson & Sons.	F. McDermott, globes.
N. Y. Silicate Book Slate Co.	W. H. Hoskins.
G. W. McGill.	Joseph Schoedler.
Rose Lewis & Co.	
Root, Anthony & Co.	
Mabie, Todd & Co.	
Am. Lead Pencil Co.	
W. F. Murphy & Sons.	
John Foley.	

BOSTON.

Alex. Moore.	J. A. Lowell & Co.
L. Prang & Co.	Public Library.
G. & C. Merriam, Springfield, Mass.	Cowdery Bros., school furniture, Sandusky, O.
Owen Paper Co., Housatonic, Mass.	Sandford & Co., Cleveland, O.
H. B. Nims & Co., Troy, N. Y.	A. S. Forell, desks, Des Moines, Iowa.
G. W. Plummer & Co., Newark, N. J.	H. M. Hinsdell, Grand Rapids, Mich.
Newark Crayon Co., Newark, N. J.	Walker, Evans & Cogswell, Charleston, S. C.
Wilson, Hinkle & Co., Cincinnati, O.	Jordan Bros., stationery.
T. & C. Phillips, paper manufacturers, Akron, O.	Henry Whitehall, astronomical maps.
J. M. Dalzell, Caldwell, O.	Byron Weston, paper.
Hoffman & Co., school-desks, Springfield, O.	Southworth Paper Co.
	C. A. Dixon & Co.
	S. W. Burley.

A Prefix Declined.

SOME years ago, some friend of mine—perhaps he had a MS. in preparation and might soon want a publisher—saw fit to speak of me in print as “the poet-publisher.” Some other friend, wishing to do me still greater honor, added the word “genial,” and a number of times since I have met the phrase in full.

And now, the PUBLISHERS' WEEKLY, “official organ of the A. B. T. A.,” has got hold of the first part, and lest it should print the second, I write this note.

And why should I be called the “poet-publisher,” because I sometimes write verses which none of the monthlies will publish, and which none of the newspapers that pay for such matter will take? I can get them printed, it is true, but there is no money in it. So I am not a poet. I only write verses; and if I am to have a prefix, it should be “the versifier-publisher.” But why myself alone? I do not wish to carry off all the honors of the trade, and why not dub some of the other members?

There is our old friend C.—one of the noblest, truest of us all; he is a Presbyterian, and is often at the General Assembly. Why not call him “the delegate-publisher?” Then there is our cultivated, active friend S.—once connected with a leading morning journal. He might be styled “the ex-journalistic-publisher.” For our Eastern friends take, for example, our enterprising G., “the elocutionist-publisher.” For another, long in the trade, and who still has an interest in us all, “the ex-publisher-lecturist.” For that earnest advocate of reform, L., “the early-reformer-publisher;” and for a Western representative, who better than our valued co-worker McC., “the brigadier-general-by-brevet-publisher?”

These will suffice as examples of what could be done; and it occurs to me that it might be held out as an inducement to the trade to join the Association, that a title would be conferred on the receipt of \$2, and an authorization to sign the constitution of the A. B. T. A. (The selection of titles should be intrusted to the Committee on Assemblies.)

And now let me add, that I am coming to the conclusion that it is not well for a publisher to be a writer of verses. Some years ago, my old and fast friend S., of honored memory, insisted upon publishing a volume of mine. And now, when some unknown author comes to me with a MS. of verses, as good as many that have been printed, but which I have to decline because I fear the book would not “sell,” how am I embarrassed by the fact, of which he or she is cognizant, that I published a volume of my own verses, and that they are no better, if as good, than those now offered to me! I hope that all members of the trade, direct and indirect, will bear this fact in mind.

Now, my dear editor of the “official organ of the A. B. T. A.,” please understand that unless all the members of the trade are to be *prefixed*, I must decline; and I am satisfied to be known as a bookseller and publisher. Is not that enough? Is there any more honorable calling? Is it not better to *publish good* verses than to *write poor* ones, and to get money by publishing than to get nothing by writing? You will agree with me, I know, a fellow-worker in the cause destined to triumph, and which is to make our calling more honorable than ever before.

R.

BUSINESS CHANGES.

NEW-YORK.—The firm of A. J. Bicknell & Co., doing business at No. 27 Warren street, New-York, is dissolved by mutual consent, Mr. Albert Cogswell retiring—Messrs. A. J. Bicknell and J. C. Hutchings assuming all liabilities and making all collections. A. J. Bicknell and J. C. Hutchings have associated themselves under the firm name of A. J. Bicknell & Co., and will continue the architectural book publishing business, at No. 27 Warren street, New-York.

JACKSON, TENN.—Mr. J. G. Cisco, late with Geo. A. Searcy & Co., of Tuscaloosa, Ala., has opened a store here as a wholesale and retail bookseller and stationer, and dealer in picture-frames, mouldings, etc. He requests the price-lists, catalogues, etc., of publishers and manufacturing stationers.

BOOKS RECEIVED.

EIGHT COUSINS; OR, THE AUNT-HILL, by Louisa M. Alcott. (Roberts Brothers.) The story of Rose and her seven boy cousins is one of Miss Alcott's happiest efforts. Though it has received eager perusal in the *St. Nicholas*, it will still find a very warm welcome from many young readers. It is a bright, natural, touching story, which even grown folks will find interesting. 16mo, cloth, \$1.50.

THE MIGHT AND MIRTH OF LITERATURE, by John Walker Vilant Macbeth. (Harper & Bros.) This volume is one of the greatest value, and offers inestimable advantages to students in language and literature, or to public speakers, such as clergymen, lawyers, etc. It is an essay on figurative language, and sets forth and illustrates the nature of figures of speech by quotations from over six hundred writers, and by a general survey of American and English writers, from the Anglo-Saxon times to the present. The author claims that the plan of his work is an entirely new one, and that no such comprehensive treatment of the subject has ever before been submitted to the public. The volume will be found as amusing as it is instructive, and can not fail to impress the reader with the great care and labor that has been expended upon it. Handsomely gotten up. 12mo, cloth, \$2.50.

HEALTH FRAGMENTS, by George H. Everett, M.D. (Charles P. Somerby.) A popular work for general reading, on the best treatment for indigestion and disease, and the preservation of health. The views are admirably clear and sound, and sufficiently imbued with good common sense to render them useful to every one. Mrs. Everett contributes some chapters on women's matters—home, children, cooking, etc., etc. Fully illustrated. 8vo, cloth, \$2.

HEALEY: A ROMANCE. (Harper & Bros.) "Healey" is a dull village in the busy manufacturing county of Lancashire, England. The story of which it is the scene is tragical enough, and sombre and depressing in the extreme, in its details. Wilfrid Healey, the principal mill-owner of the place, is its hero, although it is to his sister Katherine the novelist has devoted his or her entire strength. She is a character altogether new in fiction, and is brought before the reader with a vividness that is really wonderful. The work is full of power, and if from the pen of a novice, promises great things for the future. 8vo, paper, 50 cents.

THE NEW DON QUIXOTE, by Alphonse Daudet, translated by C. Roland. (William F. Gill & Co.) The witty history of Tartarin of Tarascon, and his wonderful adventures. Thoroughly French in style and humor. 16mo, cloth, \$1.

ELEMENTS OF ZOOLOGY, by Sanborn Tenney. (Scribner, Armstrong & Co.) As this work is intended merely as a text-book, only an outline of the animal kingdom is given, presenting thereby the elementary facts and principles of zoology. The entire arrangement of the work, and the manner in which its contents are presented to the student's attention, make it one of the most desirable text-books in the market. It is illustrated by seven hundred and fifty wood engravings. 12mo, cloth, \$2.50.

SELECT DIALOGUES OF PLATO. (Harper & Bros.) This is a new and literal version of

Plato's Dialogues, made by Mr. Henry Cary, chiefly from the text of Stallbaum. There is an introduction to each dialogue, giving a brief outline of the argument. The dialogues given are nine in number, namely, "The Apology of Socrates," "The Duty of a Citizen," "The Immortality of the Soul," "On Rhetoric," "The Sophists," "On the Beautiful," "On Science," "On Holiness," "On Friendship." 12mo, cloth, \$1.50.

THE SATCHEL SERIES, VOL. I. (William F. Gill & Co.) In this series it is the intention of the publishers to include poems, short stories, essays, sketches of travel, etc., by the most prominent authors of England and America. They hope in this way to make each volume a most desirable and attractive companion to the hurried traveler. The present volume has stories by Miss Braddon, Wilkie Collins, a sketch by M. Quad, the "Detroit humorist," and a poem by Owen Meredith. It is printed on fine paper and illustrated. Paper, 50 cents.

FROM JEST TO EARNEST, by Rev. E. P. Roe. (Dodd & Mead.) A young theological student, Frank Hemstead, is about visiting his aunt at her place on the Hudson. A party of gay young people assemble there, and knowing of his coming, and not having any very reverent ideas about his calling, determine to play what they consider a good practical joke upon him. So they incite Lottie Marsden, a bright, beautiful, and witty New-York belle, to lead him on, in the assumed character of a religious, earnest young lady, to the verge of love. The jest, begun so lightly, recoils upon the young lady; the student proves himself a good, true knight, while holding to his faith and opinions, and influences Lottie in spite of herself to better and higher aims, winning her admiration and gaining her sincere respect. The book is one of the most wholesome of novels—pure, strong, and healthy to the very core. It deserves a wide sale, as it will have, no doubt, for it can be put into the hands of the most youthful reader, with a certainty of giving pleasure, and leaving a beneficial effect behind it. 12mo, cloth, \$1.75.

HESTER HOWARD'S TEMPTATION, by Mrs. C. A. Warfield. (T. B. Peterson & Bro.) The "temptation" which assails Hester Howard is a love which she dares not accept, for conscience' sake. The history of her trials is written with considerable vigor and cleverness. The authoress' old intensity is not lacking here, and will find her many new admirers. 12mo, cloth, \$1.75.

ELSIE'S WOMANHOOD, by Martha F. Farquharson. (Dodd & Mead.) In the pages of the above story will be found the sequel to "Elsie's Girlhood." It carries the reader through the changes of Elsie's married life, and her losses and sufferings through our late war; some vivid scenes of which are given, with a description of the Andersonville prison horror. 12mo, cloth, \$1.50.

THE ODD ONE, by A. M. Mitchell Payne. (Robert Carter & Bros.) The story of a young girl, whom neglect and want of sympathy had rendered sullen, cross, and selfish. A good influence which comes into her life, softens and chastens her, and makes her the central figure of her family, to whom all look for help and support. An instructive and interesting story for a young girl. 16mo, cloth, \$1.25.

COULYNG CASTLE, by Agnes Giberne. (Robert Carter & Bros.) A story of the rising of the Lollards in Henry Fifth's time. Sir John Oldcastle (Lord Cobham) is the actual hero of the story, the real history of his life forming the groundwork of it. It is throughout strictly historical, giving a very truthful picture of life and manners in the olden time. 12mo, cloth, \$1.50.

RUDIMENTS OF GERMAN ETYMOLOGY, by Henry Klein. (Martin Taylor.) This is only intended as a supplement, in the hands of a good teacher, to the current class-books. It contains all the rules concerning German etymology, given in the most concise and forcible way, so that the most youthful beginners may benefit by them. 8vo, boards, 60 cents.

FORTY YEARS IN THE TURKISH EMPIRE; or, *Memoirs of Rev. William Goodell*, by his son-in-law, E. D. G. Prime, D.D. (Robert Carter & Bros.) Rev. William Goodell was the pioneer of the noble band of American missionaries who have done so much toward evangelizing the Turkish empire. He lived and labored in Constantinople during the whole period of the movement known as the "Protestant Reformation in Turkey," preaching the gospel there daily, and carrying it up and down the Bosphorus into the suburbs, to the poor, degraded, and ignorant. The record of his life therefore is a history of the movement; this record, as taken from his journal and letters, mark him as a man of remarkable spiritual excellence, and of an almost childlike simplicity of character. 12mo, cloth, \$2.50.

DAILY THOUGHTS, by Rev. T. De Witt Talmage, edited by Rev. J. V. D. Shurts. (Dodd & Mead.) Selections made from the works of Mr. Talmage, for daily reading. Some of his best thoughts will be found here, appropriately arranged for the different periods of the year. 12mo, cloth, \$2.

THE MIND AND WORDS OF JESUS, by the Rev. J. R. Macduff. (Robert Carter & Bros.) An elegantly gotten up devotional work. It includes, besides these reflections upon the perfections of Jesus Christ, "The Faithful Promiser," and "Morning and Night Watches," by the same author. 16mo, cloth, gilt edges, \$1.50.

BRIC-A-BRAC SERIES:—PERSONAL RECOLLECTIONS OF LAMB, HAZLITT, AND OTHERS, edited by Richard Henry Stoddard. (Scribner, Armstrong & Co.) The "others" of this good company are the Countess of Blessington and Thomas Campbell. There is not a line given of any one of them, which will not be perused with the most intense delight. The reminiscences of Charles Lamb and his ill-fated sister will be read with a tender interest by the friends of poor, gentle, punning "Elia." The recollections of Hazlitt are not so personal in their nature, relating chiefly to his literary life and efforts; such as they are, however, they add materially to the value of the work and to the pleasure of the reader. This volume will rank with the very best of the series—it being, from the first page to the last, most delightful reading. Sq. 12mo, cloth, \$1.50.

ROUNDOABOUT RAMBLES, by Frank R. Stockton. (Scribner, Armstrong & Co.) The boys and girls will find a little of every thing in this volume—fact and fiction combined in a very attractive manner. There are stories and anec-

dotes, descriptions of famous places, of animals, the habits of insects, accounts of balloons, of remarkable gymnasts, of mummies, of ship-building—so much indeed is there, and of such a various nature, that it is utterly impossible to do justice to the contents. We can only advise all lovers of children to get the book, as it is certainly one of the most desirable out, in point of interest and get-up. It contains innumerable illustrations. Sq. 12mo, cloth, \$2.

BUFFETS, by Charles H. Doe. (James R. Osgood & Co.) The quaint title of this novel suggests a pet or a slang name for a man, or a horse, or a dog, or indeed any thing but the very commonplace idea it does represent, the well-known and familiar "buffets" of fortune all young men are constantly experiencing. The story is an American one, full of what the author considers representative New-Yorkers, young fellows whose talk never rises above drinks, dinners, and smoke. It is brightly and cleverly written, with some most humorous scenes; it does not go very deeply into the depths, or up upon the heights, of passion or sentiment, but is nevertheless a fairly good novel, and worth reading. 8vo, paper, 75 cents.

RHYMES AND JINGLES, by Mary Mapes Dodge. (Scribner, Armstrong & Co.) The very popular authoress of "Hans Brinker" presents the little ones with a most attractive volume of her various "rhymes and jingles" which have appeared in *St. Nicholas*. They will stand the test of frequent reading, and offer an inexhaustible fund of amusement. The volume is finely gotten up, and is full of illustrations. Sq. 12mo, cloth, \$1.50.

SPLENDID TIMES, by Margaret E. Sangster. (American Tract Society.) A pretty story of the splendid times the Van Winkle children had. It tells of their neighbors and cousins, their pets and friends, and of their plays and romps. The book is tastefully gotten up, and has some lovely illustrations. 4to, cloth, \$1.

HISTORY OF THE REFORMATION IN EUROPE, by D'Aubigné; translated by William L. B. Cates. (Robert Carter & Bros.) This volume, made up from manuscripts left by the author, is volume sixth of the second series, and gives a history of the Reformation in the time of Calvin, in Scotland, Switzerland, and Geneva. 12mo, cloth, \$2.50.

TEXT-BOOK OF CHURCH HISTORY, by Dr. John Henry Kurtz. (Smith, English & Co.) Attention is called to this, as a new revised edition of the work, with considerable additions from the seventh German edition. 12mo, cloth, \$3.

CARING FOR NO MAN, by Linn Boyd Porter. (William F. Gill & Co.) A very good moral may be eliminated from this story, though the scenes through which the reader must go to arrive at it are not of the most instructive or elevating nature. The characters of the story are American, and the scene is laid in New-York. It attempts to illustrate how far a man may dare live out his own theories, "caring for no man." 8vo, paper, 75 cents.

TREATISE ON POLITICS AS A SCIENCE, by Charles Reemelin. (Robert Clarke & Co.) The author does not attempt in this treatise to set forth any new theory of government. The book represents his mature thoughts on a profound subject, noted down through many years

of research and study. It is designed to guide and instruct the rising political man, and offers all sides of the science to his inspection in a very fresh and concise way. The work, though not especially American, is written for Americans. 8vo, cloth, \$1.50.

HANDBOOK OF SCRIPTURE GEOGRAPHY, by Andrew Thomson. (G. P. Putnam's Sons) A number of maps and plans, both geographical and historical, with questions and answers on each, comprise the contents of this little work. Teachers will find it an exceedingly useful work, the matter being so clear as to be very easy to impart to pupils. 16mo, cloth, 75 cents.

FOUR THOUSAND MILES OF AFRICAN TRAVEL, by Alvan S. Southworth. (Baker, Pratt & Co.) Mr. Southworth's route lay chiefly up the Nile, and through the Soudan country, to the confines of Central Africa. The principal object of his journey was an examination into the sources of the Nile, and an exposition of the cruel wrongs slavery visits upon the poor degraded African. This work is an important addition to African travel; it shows great discrimination and intelligence on the part of the writer, and gives considerable information and new matter in a very interesting way. The volume is quite a handsome one, well printed and fully illustrated. 8vo, cloth, \$3.50.

STATIONERY NOTES.

It is conceded on all hands that the trade in stationery is at present dull. There is but little business doing, but what is done is safe. The orders coming in are small, but the money is sure, and there are no prospective losses. Since the disasters of 1873, the trade has pursued a very conservative course, short credits have been adhered to as the rule, and in many instances where there was at all a doubt relative to the standing of the purchaser, credit was refused. Trade, however, was expected to revive much more rapidly than it has, and the manufacturers felt comparatively independent. The jobbers and retailers since then have not done the amount of business that was expected, and, as a consequence, they find themselves, at the opening of this season, short of money. Long credits are therefore asked, but only in a few instances have been extended. Most dealers are asking time, nearly double what they have been receiving, and if the demand is granted, it is easy to predict that the substantial basis upon which trade now rests will be undermined, and those who ask the longest credits will be those who in the near future will regret them most. It would be better, at the present time, to buy only such stock as can be paid for on short time, rather than to carry a heavy stock on long time, and run the risk of selling only half of it. A prominent manufacturer remarked, only a day or two ago, that those who asked long credits seriously injured what credit they had, and if the dealers could properly appreciate their best interests, they would only purchase such goods as they could readily pay for. Though the trade is now limited, it is safe, and it would be well to keep it so until all danger is past.

There is at present a dearth of new goods upon the market, but among the few that are

may be mentioned the Centennial autograph album issued by Willy Wallach. This article is handsomely gotten up, both in respect to binding and paper, and as a starting-point it contains on the first pages a *fac-simile* of the Declaration of Independence, together with the autographs of the signers. The album can be had in three styles of binding—cloth, imitation and Turkey morocco, at \$15, \$18, and \$21 and \$30 per dozen respectively.

Mr. Willy Wallach has also put upon the market a new style of paper, designated as the "Quaker Drab." It is a heavy handsome paper and can be had in all sizes, both wove and laid. It is intended for social correspondence, invitations, weddings, etc. The color is very delicate.

The James St. John Stationery Company has recently issued a new ruled blank-book for business purposes, to be known as the Merchants' Daily Record. The object of the book is to enable the merchant in an easy way to see the drift of his own business, and if it is properly kept will show at a glance all the details of the previous day's transactions. It is probably the only system of blanks ever issued that will show at a glance each day the entire amount either owing or owed. The Record is handsomely gotten up with good paper and a secure binding, and has a capacity for four years' use. It costs five dollars.

Messrs. Porter & Bainbridge have issued their Centennial paper in regular legal cap style, for the use of lawyers.

LITERARY AND TRADE NEWS.

Two books of importance in the defense of orthodox Christianity are announced by G. P. Putnam's Sons for issue late in the season—a "Philosophy of Religion," by President John Bascom, of the University of Wisconsin, author of several well-known books on kindred subjects, and "Faith and Modern Thought," by Professor R. B. Welch, of Union College, a new-comer in the field.

MR. J. G. CISCO, late with Geo. A. Searcy & Co., Tuscaloosa, Ala., writes us from his new store at Jackson, Tenn., under date of October 1st: "I have just opened to-day, but can't run a bookstore without the WEEKLY." So sensible a dealer ought to succeed, and we know that publishers will be glad to send him, as he requests, catalogues, price-lists, etc.

PORTER & COATES are actively at work on their great Centennial work, "The American Centenary," by Benson J. Lossing, which they desire to make the "book of books" of the Centennial. It will be embellished with nearly one hundred engravings on steel, illustrating, of course, only such subjects as will be of interest to all Americans. The next volume in their series of novels will be a tale with the suggestive title "A Losing Game," by Mrs. Bloomfield H. Moore.

J. H. COATES & Co. have in press, by arrangement, "Lectures Delivered in America in 1874," by the late Canon Kingsley, which will soon appear in England. The lectures are in one 12mo volume, edited by Mrs. Kingsley, and dedicated "to Cyrus Field, J. A. C. Gray, and all those valued American friends who welcomed my husband to their country, and

through whose generous kindness he was enabled, in the last year of his life, to realize the dreams of his youth, by the sight, not only of the Eastern States and cities, but of the far West, the Rocky Mountains, and the Yosemite Valley."

"THE Home Cook-Book," of the gorgeous cover of which a cut appears elsewhere, is meeting with great success, a seventh thousand being now ready. It contains a thousand recipes from practiced housekeepers, who authenticate them by signing their names; and it has also unique features, such as an estimate of the proper allowance for entertainments, of very great value.

"A QUAKER among the Indians," which embraces a plea for the Red Man in an account of the author's three years' life among various tribes, is announced by Lee & Shepard.

THE forthcoming posthumous writings of Hans Christian Andersen will contain, the *Athenæum* understands, several unpublished verses sent to him by Mrs. Browning, Leigh Hunt, Wordsworth, and others. The number of private letters from the leading literary men of England which Hans Andersen received during the last fifteen years of his life is said to be extraordinary, and the most interesting of these will also be published.

MR. HENRY FROWDE, an English publisher, has issued the "Smallest Bible in the World." It measures $4\frac{1}{4}$ by $2\frac{1}{4}$ inches, and is half an inch thick. It weighs, bound in limp morocco, less than three and a half ounces, and thus can be sent through the (book) post for one penny. It is said to be admirably printed, on paper of "extreme thinness and opacity," but in the last quality it is said to have failed.

AN eight-volume history of Prussia, by Captain Wyatt, is announced in London, the first two volumes immediately.

A RECENT English visitor, the Earl of Dunraven, will publish a narrative of his travels in the Upper Yellowstone region, under the title of "The Great Divide."

THE British Museum employs 326 persons, a muster roll as large as that of an English cavalry regiment. They range in dignity from the principal librarian and secretary, Mr. Winter Jones, at £1200 a year, down to messenger and assistant-messenger, whose chief duty seems to be to abash the modest public, seven gatekeepers, three firemen, three ladies' attendants, twelve constables, five window cleaners, and two "newspaper boy sorters," which title, it is suggested, goes to prove that the librarian "has a collection of newspaper boys, the elements of which the said gentlemen are engaged in 'sorting.'" The Department of Printed Books has a staff of eighty-nine, at from £600 to £60 a year; the Department of MSS. employs nineteen, and the reading-room fourteen. Mr. George Smith, of Assyrian fame, receives but £215 as chief assistant in the Department of Oriental Antiquities.

CAPT. MAYNE REID, who has been seriously ill, is writing again, and is projecting, it is said, a Centennial story.

MR. SMITH has been directed by the Trustees of the British Museum to resume his excavations at Nineveh, and he expects to start for the East early next month. His new book on

the "Chaldean Account of Genesis," which contains his recent discoveries, is now in the press, and will shortly be published.

A NEW volume of tales by Mrs. Katharine S. Macquoid is promised—"The Evil Eye, and other Stories."

ONE of the new photographic processes is to be made use of by Mr. Halliwell Phillipps to present a reproduction, reduced to small 8vo size, of the original (1623) edition of Shakespeare.

A SUMPTUOUS holiday book in England (at a guinea and a half) will be Canova's Works, both of sculpture and modeling. There will be 150 plates engraved in outline and printed on tint, with descriptive letter-press.

MR. SMALLEY is, sharply after the "new edition" plan, in a recent letter to the *Tribune*, on the English reissue of Jowett's Plato. "The translation, we are told, has been revised throughout, and the introductions considerably altered—'almost rewritten,' says one account. This is an illustration of the ingenuity of publishers in impairing the value of a first edition when they are ready to issue the second. The purchasers of the first have made the second possible, but nobody thinks they have any rights. I doubt whether the difference between Jowett's first and second translations will prove very important, but it is advertised in a way intended—or, at any rate, calculated—to persuade the unhappy owner of the first that the first will have no value at all in comparison with the second. If he be a nervous person, off he goes very likely to his bookseller, sells his own copy at a trifle, and buys the new at its old extravagant price. The second-hand bookshops are soon flooded with cheap copies of the first edition, and the sale of the second goes briskly on. If the publisher is shrewd (as he probably is, from his own point of view), he prints only a small number of the second edition, and presently announces a third; this, also, once more revised, and probably with a new preface of three lines and a half; indispensable to the man who would know Jowett's very latest change of mind about the rendering of some Greek particle or other which proves that Plato was or was not—no matter what . . . you have no remedy whatever until such time as the publishers supply themselves with an article called a conscience; not hitherto kept in stock. The author must take his share of blame. Why need he publish till his book is as complete as he knows how to make it? The world can wait."

THE largest book of the year is undoubtedly "The International Guide to British and Foreign Merchants and Manufacturers." It contains 1300 immense pages, closely printed, after the manner of a dictionary.—*Exchange*. [There are several volumes of more pages than this—The London, Canadian, and United States Business Directories, Whittaker's, and our own Trade List Annual.]

WALT WHITMAN'S "Leaves of Grass," in one of the second-hand booksellers' catalogues of London, is priced at six guineas for a first edition and two guineas for a second edition.

THE eighth edition of Max Müller's "Lectures on the Science of Language" is out in London, and a volume of "Essays on Language" is in press.

Postscript.

THE regular meeting of the Publishers' Board of Trade will be held at the Grand Central Hotel, on Wednesday, the 13th, at eleven o'clock.

WE have advices that the time for allotting space at the Philadelphia Centennial has been again extended, to the last of the month.

Stationers' Exchange.

THE second floor of the building, south-east corner of Broadway and Fourth street (size 45 x 137 feet), has been fitted up as a Stationers' Exchange for the convenience of the trade. The front of the floor for the first 27 feet is set apart as a general office; upon the right will be found the office of the manager, and on the left a committee-room, or private office for the use of members when required. The main part of this floor will be furnished with every convenience, such as desks, stationery, easy-chairs, mailing facilities, and attendance, the whole intended for the use of out-of-town members visiting the city. The Exchange will be open the year round from eight in the morning until six at night, and all members of the book, stationery, and fancy goods trades are requested to make this office their head-quarters while in this city, and have their mails directed to the care of the manager, who will see that they are distributed to the proper boxes. Back of the general office are twenty offices, fifteen feet long and about nine feet wide, which are occupied by the following well-known stationers: Liebenroth, Von Auw & Co.; E. & H. T. Anthony & Co.; J. G. Shaw Manufacturing Co.; Koch, Sons & Co.; Porter & Bainbridge; Boerum & Pease; Slote, Woodman & Co.; Kiggins, Tooker & Co.; Mabie, Todd & Co.; Andrew King & Co.; Aiken, Lambert & Co.; J. D. Emack; Samuel Raynor & Co.; American Lead Pencil Co.; Morris Rubens; R. B. Dovell's Son; Anderson & Cameron; Baker, Pratt & Co.; Robert Sneider; Nicholas Muller's Sons; Dennison & Co.; Brower Brothers.

Samples of the goods sold by these houses will be on exhibition at all times, and the manager of the Exchange will show the goods, or make appointments with buyers to meet representatives of the houses direct when desired. Here also all new goods issued by the trade will be on exhibition. The great saving of time to parties buying goods in this city will be appreciated, as they can see nearly all goods offered under one roof, with an opportunity to view the novelties of the season and to get informed upon the current prices. These accommodations are offered to the out-of-town trade free. Parties having offices pay only a small yearly rent, and the expenses attending the Exchange are so small that all goods are offered at the importer's or manufacturer's lowest price.

The great body of the trade visiting New-York should lend their aid to this enterprise by really making the Exchange their head-quarters when in the city.

A fair is to be held at the new Exchange, commencing October 21st and closing October 28th. A good representation of the trade is promised.

Stationers' Board of Trade.

A NUMBER of the more prominent importers, manufacturers, and jobbers of stationery, fancy goods, and paper trades met on the 7th instant, at No. 74 Duane street, for the purpose of organizing a Stationers' Board of Trade. Mr. Willy Wallach occupied the chair. The following firms were represented: A. S. Barnes & Co.; S. Raynor & Co.; Melvin Hart & Sons; Slote, Woodman & Co.; Boerum & Pease; Andrew King & Co.; Liebenroth, Von Auw & Co.; Nich. Muller & Sons; Koch, Sons & Co.; Henry Levy; American Lead Pencil Company; George A. Olney; Porter & Bainbridge; Willy Wallach; R. Sneider; Baker, Pratt & Co.; William Everdell, and J. O. Smith & Son. A resolution was adopted in favor of the necessity of such an organization, and another fixing the name of the organization as the "Stationers' Board of Trade," and declaring its objects to be the promotion of the common welfare and the advancement of the business interests of the members.

The following gentlemen were elected a Board of Directors: Willy Wallach, Benjamin Lawrence, C. T. Bainbridge, Melvin Hart, George L. Pease, Samuel Raynor, W. T. Pratt, T. V. Smith, Andrew Dougherty. These gentlemen were instructed to draw up a constitution and by-laws, and perfect a plan of organization. The meeting was adjourned subject to their call.

Features of the Fair.

WE propose in this and the succeeding issue of the PUBLISHERS' WEEKLY, both of which are published before the opening of the Fair, to point out to buyers the specialties and novelties offered by publishers, as shown in the lists sent to us. Meanwhile, we may also direct the attention of those making orders to such special sales as that of Messrs James R. Osgood & Co., of which we have before spoken, and the attractive novelties in which will be found advertised elsewhere, and to the fact that other houses, as J. B. Lippincott & Co., the American Tract Society, etc., who for various reasons will not be represented at the Fair, invite the attendance of those dealers coming this way, at their own stores.

The editor trusts that the reader will not be quite so bewildered as is he, over the long list of attractive new books that Geo. Routledge & Sons will exhibit, in addition to their already immense catalogue. Their advertising pages elsewhere schedule announcement of ninety new works or new editions, counting only independent volumes and sets, and not single volumes, which would aggregate nearer a hundred and fifty. Among them are several new Shakespeares—a fine large 8vo Boydell edition, the Clarke text, with sixty-six reproductions by the Woodbury process of selected plates from the Boydell gallery, in two volumes, at \$20; the same in one, on thinner paper, with thirty-four photographic illustrations, at \$10; a new edition edited by H. G. Bell, text with glossary and index to characters, in six neat 16mo volumes, at \$7.50, and a red-line edition, Knight's text, one volume 8vo, at \$4. Among other worthies are to be noted dear old Lamb, in the Globe Library, at \$1.75; and Walton and Cotton's "Complete Angler," with all the Picker-

ing steels, at \$3. There are several fine volumes for the holiday season, notably "The Sermon on the Mount," illuminated, at \$18; and "The Sunlight of Song," sacred songs with original music by eminent English composers, and illustrations by the brothers Dalziel, \$4. There is a new Critical Commentary on the Bible, complete in four volumes, at \$6.50. Professor Pepper and Robert Routledge have made up an interesting book on the "Discoveries and Inventions of the Nineteenth Century," full of illustrations, at \$4.50. There will be another volume of Sarah Tytler's pleasant stories, "A Garden of Women." For young lady dears there is "The Young Lady's Book," telling all about play and work, edited by the author of "A Trap to Catch a Sunbeam," with two hundred and seventy illustrations; for boys, Mr. Routledge's always welcome "Every Boy's Annual," for 1876, with a new story from Jules Verne, and a splendidly illustrated book from the French of J. Girardin, "The Adventures of Johnny Ironsides;" while for smaller people we note "Little Wide-Awake," for 1876, with a Centennial poem and a very patriotic cover, two picture-books in colors, by Oscar Pletsch, and hosts of other good things, among which are brilliant and taking toy-books, in many new designs, *ad infinitum*.

The list of Scribner, Welford & Armstrong also outruns summary. The dealer who has a market for really fine books must seek this corner of the Fair among the first. Doré's "Spain" is a magnificent work, and Lacroix's "France in the 18th Century" is to be added to his brilliant series. The water-color books and "choice editions" offer beautiful volumes to more modest purses. There are several important volumes on art or of art works. "The Rose Library" is a pretty series of standard favorites, such as "Undine," at \$1.25. The Handy Volume editions of the Bible and of Shakespeare should be noted for the holiday trade, and many other editions of Shakespeare, the Waverley novels, etc., are offered by this house. They keep in full stock the Bohn libraries and other popular English series, including a very taking "Scribner" series of poets and standards, and any quantity of toy-books, Aunt Louisa's and others. A large wholesale catalogue is just ready, which will be sent to any of the trade on application, and which is a handy index to the more salable current English books, and should be in every store.

The American house, Scribner, Armstrong & Co., expect an immediate sale for Dr. Holland's new novel, "Sevenoaks," the strongest he has yet written, of at least 20,000 copies. Its photographs of current affairs and people are very striking. The "Bric-à-Brac Series" continues in favor, and is still very safe stock. The "Speaker's" and Lange's Commentaries are progressing. Mr. Gilder's remarkable poem, "The New Day," and Mr. Nadal's book on England commend themselves to readers of fine taste. The new Jules Verne book will be offered. The cheaper yet handsome editions of favorite juveniles, such as Mrs. Dodge's "Rhymes and Jingles," will have an especially wide sale this Christmas.

Macmillan & Co. will show at the Fair quite a number of new books not before offered to the trade. The new and revised edition of Jowett's Plato will then be ready, in five volumes, 8vo. There will be several superb vol-

umes for the holidays, in the style of "Holland House," Mrs. Oliphant's pleasant sketches of "The Makers of Florence," a history of "Eton College," and that remarkable book, of curious immortality, White's "Selborne." The "Correggio," with twenty Woodburytype illustrations from his pictures, will be another superb holiday book. Dilke's "Russian Power" will have especial importance in view of European politics in the immediate future, and several books of travel and histories are of considerable note. Locker has a fresh book, with many illustrations, on "The Modern Telescope." There will be a charming volume of poetry for the children, in the "Golden Treasury Series," edited by Mr. Palgrave himself, "The Children's Treasury of English Song." Other new books will be found catalogued elsewhere.

Henry Holt & Co. have their new uniform edition of Taine's works, in admirable shape, and many new volumes of the ever popular "Leisure Hour Series." The "Family Record Album," now in the trade, is an admirable idea, and for the holidays the beautiful "Vers de Société" will doubtless hold its popularity of last year. The translations from Wagner and Berlioz, and the other volumes of that interesting series, ought to sell in every community of culture. The importance the questions of finance and political economy are assuming in current thought, should make such works as Professor Sumner's History of American Currency, John Stuart Mill's, and the like, generally salable, nor should Professor Adams' remarkable book be overlooked.

G. P. Putnam's Sons make a specialty this fall of new and bright books of travel, in the Himalayas, Portugal, Africa, etc., some of which are among the most entertaining notes of travel extant; of their extensive series of atlases, crowned with the new Library Atlas, which are remarkably cheap; of their popular manuals and scientific books, and of a numerous list of new juveniles, including George Cary Eggleston's story of the Indian wars, "The Big Brother;" "Roddy's Reality," by Mrs. Johnson; "Moonfolk," by Mrs. Austin, which was issued last year rather late for the holiday trade, etc., etc.

The Roberts' list is rich in books by authors who carry their credentials with them. The new volume of Miss Ingelow's poems is to include pieces hitherto unpublished, and her admirers will be glad to see even their older favorites in a new dress. Margaret J. Preston and Joaquin Miller will also have volumes of verse, so that all tastes can be gratified. Of books for children and young folks there are "Six to Sixteen," for girls, Hamerton's "Harry Blount," for boys, and others for both boys and girls. No bookseller can afford to be out of "Eight Cousins;" and there are other books that promise almost as wide a popularity.

Messrs. Nelson & Sons offer books of all varieties, and to suit all persons, in their fall list for the Fair. Michelet's popular scientific books on "The Insect" and "The Sea" stand prominent, and with it are other works on natural history and nature. New series of toy-books are added to their well-known list, which has already found purchasers everywhere; and for older children are numberless books of adventure and sports, which it is impossible even to outline.

R. Worthington & Co. will make a fine display of English books, many of which are very salable even in the smallest stores. They issue a special Book Fair catalogue, which will be sent on application.

Robert Carter & Bros. call especial attention to several important works, such as their new edition of Hugh Miller, the new volume of D'Aubigné, the Autobiography of Dr. Guthrie, and "Forty Years in the Turkish Empire;" also to many new juveniles by their strongest authors, Miss Warner, Miss Matthews, A. L. O. E., and others.

A. Roman's list of California books is worthy of attention by booksellers elsewhere, as their subjects are of general interest. Some of their bright juveniles, whose scenes are laid in the land of gold, are particularly noticeable.

Warren & Wyman number among their new books, "The Annie Marlowe Series," which is just ready; "Tell Jesus," and the other volumes of a neat series by Annie Shipton; "Chauncey Judd," a story of the revolution, and other Sunday-school and religious books.

We have given in this issue notes of those lists that came earliest to hand, and shall continue our summary in the number for October 16th.

BOOKS FOR SALE.

VOL. I., Memoirs of John Quincy Adams. By Charles Francis Adams. \$5. To be had of F. S. Bogue, 678 Broadway, New-York, P. O. Box 5428.

SITUATIONS WANTED.

A YOUNG man who has been in the Stationery and Fancy Goods business for 12 years (both wholesale and retail), and been employed in every capacity (including that of buyer), desires a position to take charge of either or both mentioned departments. Highest reference from his late employer, who retired from the business. Please address "Manager," this office.

A N active young man, with seven years' experience in leading Publishing and Retail Houses in New-York, well acquainted with books and stationery, desires a situation. Can procure first-class references. No objection to going out of the city. Will loan employer \$500 if well secured. Address "INDUSTRY," care Publishers' Weekly.

A RESPONSIBLE position in the Miscellaneous Book Department of an Importing or Publishing house in New-York, Boston, Philadelphia, or Washington, by a gentleman acquainted with the book business and with the trade both East and West. References given and inquiries promptly answered when addressed to L. T., care of F. Leypoldt, P. O. Box 4295, New-York City.

A N active young man, aged 35, of tact, good address, and fifteen years' experience in first-class Publishing, Jobbing, and Retail Houses as Clerk, Salesman, and Traveler, and well posted up in books, desires an engagement—any part of the Union. Moderate salary to commence. Unexceptionable references. Address, CROFTON, lock box 2494, Philadelphia.

HELP WANTED.

A LIVE, active salesman, with several years' experience in the Book and Stationery trade. One of good habits, not afraid to work, can get a situation at moderate wages in a thriving Western city. Address, with terms and references, "West," care F. Leypoldt, editor Publishers' Weekly.

WANTED immediately, a person well posted in the Stationery Trade, and with a large acquaintance among manufacturing and wholesale dealers. A good chance for a man of "push" and perseverance. Position permanent. Address, E. F. G., care Publishers' Weekly office.

BOOKS WANTED.

ROBERT CLARKE & Co., CINCINNATI.

1 Fairy Fingers, by Mrs. Mowatt.

JOHN & PORTER, INDIANAPOLIS.

1 Sir Philip Sidney's Arcadia, publ. Low, London, 1867, at 7s. 6d.

1 Political Essays, by Parke Godwin, publ. Dix, Edwards & Co., New-York, 1866, \$1.

1 Margaret Howth, a Story of To-Day, publ. \$1.25, Ticknor & Fields, 1862.

F. B. PATTERSON, 32 CEDAR STREET, N. Y.

Walker's Statistical Atlas.

2d vol. Sketches by Boz, Old Household edition, smooth green cloth.

B. WESTERMANN & Co., NEW-YORK.

Hall's Ethnography and Philology, from Wilkes' Exploring Expedition.

U. P. JAMES, 177 RACE STREET, CINCINNATI.

Dombey and Daughter, 8vo, paper, N. Y.

COPIES of the Publishers' Weekly, Nos. 6, 8, 9, 10, and 14 (Vol. 8). The Publishers' Weekly will be sent for one month in exchange for any of the above Nos.

TO LET.

BOOKSELLERS' Row, 139 Eighth street. To Let, part of store occupied as bookstore, for same or similar business, with subcellar and other privileges.

OLD BOOKS.

A. H. CLARK, Peekskill, N. Y., buys, sells, and exchanges new, second-hand, and shelf-worn School-books. Correspondence, with lists of books wanted and for sale, solicited.

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43. Defend Your Home, Comedy.

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17. The Ould Man's Coat Tails.
18. The Decree of Divorce.
19. Let Those Laugh Who Win.
20. A Dark Noight's Business.

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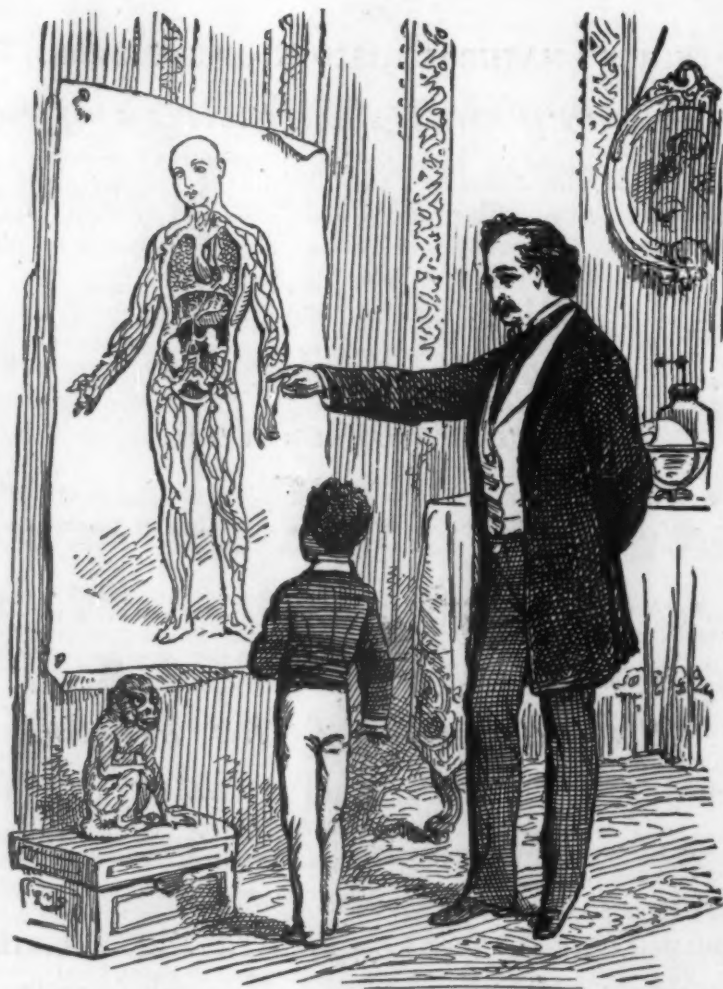
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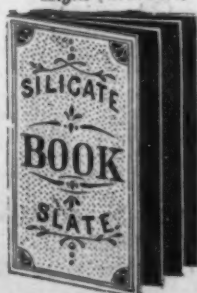
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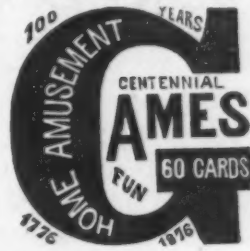
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